

# Business Update

The Hague, 30 July 2019



## Making a difference through technology

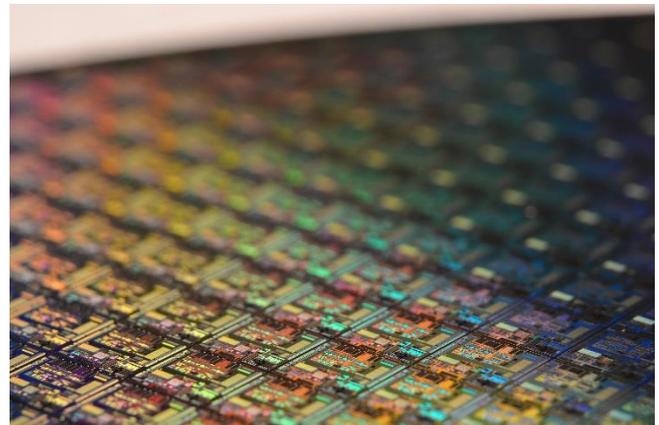
Innovation and technology are key to driving the economy and transforming how we live and work. At NIBC, we are committed to the technology sector, specifically high-tech and software industries. The technology sector is evolving in an ever increasing pace. Scale ups of today could be the leaders of tomorrow. With our tailored solutions, we are able to offer a wide variety of services, ranging from debt and equity to M&A advisory, research and capital markets solutions. We aim to build valuable relationships with the influential tech scale ups and leaders to enable growth and ambitions of these businesses.

That's why this NIBC Business Update is dedicated to technology. It's an update on our entrepreneurial partnerships with tech leaders and our knowledge-sharing and research initiatives, but also an invitation to talk to us so that we can nurture those valued relationships. Let us know how we can help you and continue to make a difference.

## Enabling tech front runner Trymax to pursue their ambitions

We have forged several new relationships with innovative players in the high-tech products and solutions market over the past year. One of these is Trymax, a global leader in innovative plasma-based equipment for semiconductor manufacturers, which has significantly grown its revenues and gained further market share in recent years.

NIBC acted as a strategic financial partner to Trymax, helping it achieve its growth ambitions of rolling out and developing new technologies. By taking a minority equity stake, NIBC enabled Trymax to fulfil its ambition to launch its existing and new plasma tools internationally. This investment underscores NIBC's commitment to the technology sector and, more specifically, the high-tech industry.



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## Knowledge sharing



### **Smart collaboration in brain belts**

Smart collaboration between networks of companies, government and research institutes is necessary to successfully compete with other global innovation clusters for talent, customers and capital. This was the key takeaway from our second 'Trends in Brainport' event, held at the Brainport Industries Campus earlier this year. We look forward to hosting our third symposium – aimed at C-level executives and decision-makers in the Dutch technology sector – on 26 September.

### **Innovation and Growth in European Capital Markets**

Another inspiring event that was organised in June was Innovation and Growth in European Capital Markets. Innovation and Growth are important topics for companies and investors. The event was aimed to bring businesses and investors together in an informal setting. Watch our movie of this great event.

[VIDEO IMPRESSION](#) >

## Enabling Dept to maintain rapid buy-and-build growth

Dept is an international digital agency with more than 1,200 experienced thinkers and makers assisting an ever increasing number of large corporates, often multinationals.

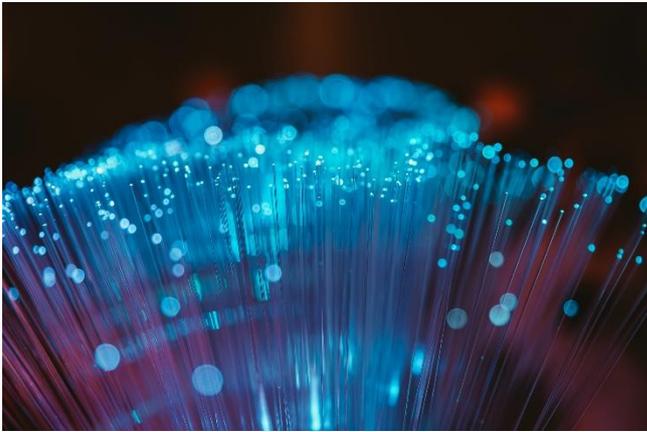
NIBC enabled Dept to continue the acquisitive growth path it has pursued since it was bought by Waterland in 2015. We joined the existing club deal, providing valuable liquidity for Dept to grow. The sector expertise within the team allowed us to assess and analyse the opportunity, the market and the value of the proposition swiftly, successfully and efficiently. Also, our strategic partnership with an institutional client enabled us to increase our impact and support Dept with acquisition facilities in two financing rounds.

Dept is growing rapidly through buy-and-build. It acquired five agencies in 2018 alone, as well as two in the early months of 2019.



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# Advising NG-BLU-Networks in the acquisition by DELTA Fiber Nederland



NG-BLU Networks is the Netherlands' largest independent B2B telecom and Internet service provider. The shareholders and management of NG-BLU were evaluating their strategic options and considering finding a new shareholder that could help accelerate their growth. That new shareholder is DELTA Fiber Nederland, a telecom provider that operates an expanding glass fiber network throughout the Netherlands, with a focus on peripheral and rural areas.

NIBC acted as financial advisor to NG-BLU Networks on this decisive moment. Because the transaction involved two entities comprising multiple shareholders, NIBC played an important role in advising on governance and stakeholder management. The transaction was a win-win that opened up substantial synergies and accelerated growth potential for both DELTA Fiber and NG-BLU.

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## NIBC research

### Technology mega trends are all interconnected

Developments in technology are increasingly affecting our business and personal lives. We're driving ever more automated cars, using connected devices, cloud applications and fintech payment options, all powered by AI, and creating and using vast amounts of data.

Many of the technologies we use daily are interdependent. For example, a cloud application uses AI technology powered by data that's generated through sensors in cars – all processed and stored on different types of chips connected to the cloud. Businesses delivering these products and services operate in a rapidly expanding market worth hundreds of billions of euros. How are businesses in northwestern Europe competing on this global playing field? Our equities research team investigates and produces sector reports on this and many other subjects. Interested? Please take a look at our [research portal](#).

If you'd like to know more about any of the topics above, please [contact](#) us.



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